

### FEATURED ARTICLE

# TAKEAWAYS FROM THE ZIEGLER LEADINGAGE 2026 NATIONAL SENIOR LIVING CFO WORKSHOP

Last week, Ziegler hosted over 200 financial professionals at the 28th annual Ziegler LeadingAge National CFO Workshop in Nashville. The conference highlighted how senior living and care is financially, operationally, and strategically growing.

Attendees had multiple opportunities for networking and connection, from our Women in Senior Living event that kicked off the conference, to a series of regional dinners, and an evening on Nashville's iconic Broadway at our signature Ole Red event. There was a strong emphasis on people and leadership development, and how it underscores the importance of mentorship, peer connection, and intentional succession planning.

From a market perspective, capital strategy and financial flexibility remain front and center. Sessions on bank capital, hedging, and investment oversight revealed a landscape shaped by interest rate uncertainty, evolving lending standards, and heightened investor scrutiny.

In parallel, growth and asset strategy are becoming more creative and disciplined. Sessions on M&A, construction, and entrance fee repricing highlighted the need for sharper underwriting, innovative development approaches, and market-aligned pricing models.

Another key theme was expanding care models beyond traditional walls. As demand shifts, organizations are increasingly investing in home- and community-based services, strategic partnerships, and concierge-style offerings.

Additionally, technology emerged as a growing priority, particularly the adoption of artificial intelligence. Real-world case studies demonstrated AI's potential to improve efficiency across finance, operations, and marketing, while emphasizing the need for data privacy and risk management frameworks.

Finally, sessions addressing risk, regulation, and financial distress reinforced the importance of proactive planning. From navigating policy changes and regulatory pressures to learning from rare but high-profile bankruptcies, organizations must strengthen resilience and maintain transparency.

We thank all the speakers who participated in the discussions, and the Ziegler team that organized an amazing conference!

If you have any questions about this *Z-News* or any other topic, please reach out to Katelyn McCauley or the Ziegler representative in your region.

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## NOT-FOR-PROFIT SENIOR LIVING RATINGS ACTIONS

AS OF APRIL 17, 2026

ORGANIZATION	RATING AGENCY	RATING/ OUTLOOK	TYPE OF ACTION	DATE
Maine Life Care Retirement Community dba Piper Shores (ME)	Fitch	A Stable	Affirmed IDR*	4/17/26

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\* IDR – Issuer Default Rating

Any non-Ziegler sources referenced in this Z-News are believed to be reliable but cannot be guaranteed.

## INTEREST RATES/YIELDS

WEEK ENDING APRIL 17, 2026

	CURRENT	LAST WEEK	52-WK AVG
30-Yr MMD	4.31%	4.31%	4.36%
Senior Living 30-Yr "A"	5.21%	5.21%	5.24%
Senior Living 30-Yr "BBB"	5.46%	5.46%	5.51%
Senior Living Unrated	5.91%	5.91%	6.33%
Senior Living New Campus	6.96%	6.96%	7.19%
SIFMA Muni Swap Index	3.65%	2.81%	2.50%

	CURRENT	WEEKLY AVERAGE	SPREAD TO MMD
ZSLMLB Index <sup>†</sup>	5.44%	5.47%	1.17%

<sup>†</sup> Ziegler Senior Living Municipal Long Bond Index

Source: Bloomberg BVALS

## MARKET REVIEW

**MONEY MARKET RATES**

	<b>04/17</b>	<b>Last week</b>
Prime Rate	6.75	6.75
Federal Funds (weekly average)	3.64	3.64
90 Day T-Bills	3.69	3.66
30-Day Commercial Paper (taxable)	3.73	3.73
SOFR (30-day)	3.64	3.64
SOFR	3.67	3.59
7 Day Tax-Exempt VRDB	3.65	2.81
Daily Rate Average	3.60	2.97

**COMPARATIVE YIELDS**
**TAXABLE REVENUE**

	<b>GOVT</b>	<b>A</b>		<b>MMD</b>	<b>NR*</b>	<b>BB</b>	<b>BBB</b>	<b>A</b>	<b>AA</b>
2 Year	3.77	4.27	1 Year	2.30	4.25	3.55	3.00	2.60	2.35
5 Year	3.91	4.51	5 Year	2.53	4.63	3.93	3.38	2.98	2.73
7 Year	4.10	4.85	7 Year	2.69	4.74	4.04	3.49	3.19	2.84
10 Year	4.31	5.31	10 Year	2.95	5.05	4.40	3.80	3.50	3.15
30 Year	4.93	6.33	30 Year	4.31	6.61	5.91	5.36	5.06	4.61

(\* Representative of institutional sales)

**TAX-EXEMPT MARKET INDICATORS**

	<b>THIS WEEK</b>	<b>LAST WEEK</b>	<b>CHANGE</b>
Bond Buyer			
20 Bond Index	4.72	4.72	0.00
11 Bond Index	4.62	4.62	0.00
Revenue Bond Index	5.01	5.01	0.00
30 Year MMD	4.31	4.31	0.00
Weekly Tax-Exempt Volume (Bil)	11.43	3.73	+7.70
30 Day T/E Visible Supply (Bil)	9.55	15.14	-5.59
30 year "A" Rated Hospitals as a % of 30 Year Treasuries	102.6	103.6	-1.00

Source: Bloomberg